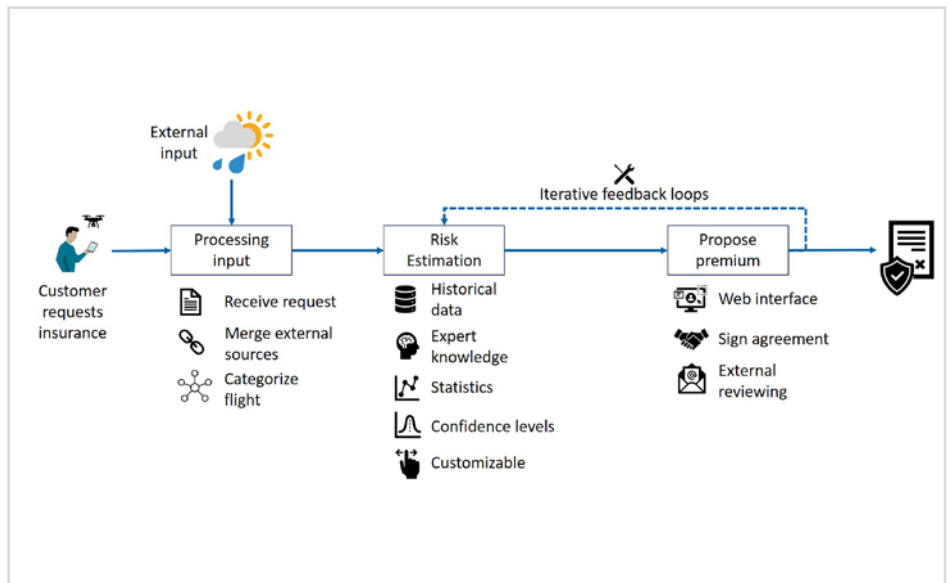


# Digital Finance

# Dronesurance

**PRODUCT LAUNCH**

**PARTNERS:** Bright Cape (The Netherlands), UPM (Spain), Achmea Risk Insurance (The Netherlands), Eurapco (Switzerland), NWO-I - Institute CWI (The Netherlands)



## Dronesurance: Taking insurance to new heights

The use of drones is expected to increase rapidly in the upcoming years. Currently, there are no plug-and-play solutions for insurers to offer pay-as-you-fly drone insurances. Dronesurance will provide such a tool for insurers.

Dronesurance will provide a risk profile tool for insurers to determine mass market insurance premiums. In addition, Dronesurance will consist of an application for drone-users to take a pay-as-you fly insurance. Fairer premiums can be determined compared to mainstream solutions by using flight specific information.

As a result, the worldwide usage and amount of insured drones is expected to increase. This will stimulate the application of drones in a wide range of possibilities, such as last mile delivery and maintenance.

## Competitive Advantages

- Autonomous product vs. part of home or liability insurance
- Pay-as-you-fly vs. yearly insurance products
- Plug-and-play vs. specified to specific IT landscape of a single insurer
- Worldwide vs. country specific
- Weather data incorporated vs. no weather data incorporated

## Target Markets

### Insurance companies

- Suitable for all insurance companies, in particular, smaller companies can benefit from Dronesurance as there are no large initial research costs required
- Focus on Europe, Specifically the Netherlands, Possibility to extend worldwide later on

### Drone-users

- Suitable for all drone users. Both recreational and professional users. Both experienced and inexperienced users. Fair premium will be determined based on the usage and type of customer
- Focus on surveillance, transportation, and recreational market

## Status/ Traction

### Status

- MVP of the product expected to be ready around July 2020
- Pilot at customer expected around September/October 2020

### Partners

- Achmea: Launching customer & insurance expertise
- Bright Cape: Activity management & business development
- CWI: Development risk engine
- Eurapco: Dissemination in Europe & insurance expertise
- UPM: Development application & drone expertise

## Road Map

### 2020: Finish development & testing MVP businesswise

- MVP ready for implementation
- First customer

### 2021: Start upgrading MVP & dissemination Dronesurance in Europe

- Including more flight specific information to improve fairness of the calculated premiums
- Recursively incorporate insurance results (insurance + resulting claims), allowing for real-time learning & validation of the risk engine
- First customer in Europe

### 2022: Disseminate Dronesurance worldwide

## Leveraged Technologies

The application will consist of advanced modeling techniques, such as rare event and probabilistic modeling and machine learning methods. These algorithms will be developed for the dynamic assessment of the risks to get an accurate up-to-date insurance premium. The algorithms will be validated and fine-tuned following each development iteration. A user interface provides intuitive interaction with the engine.

## Contact



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